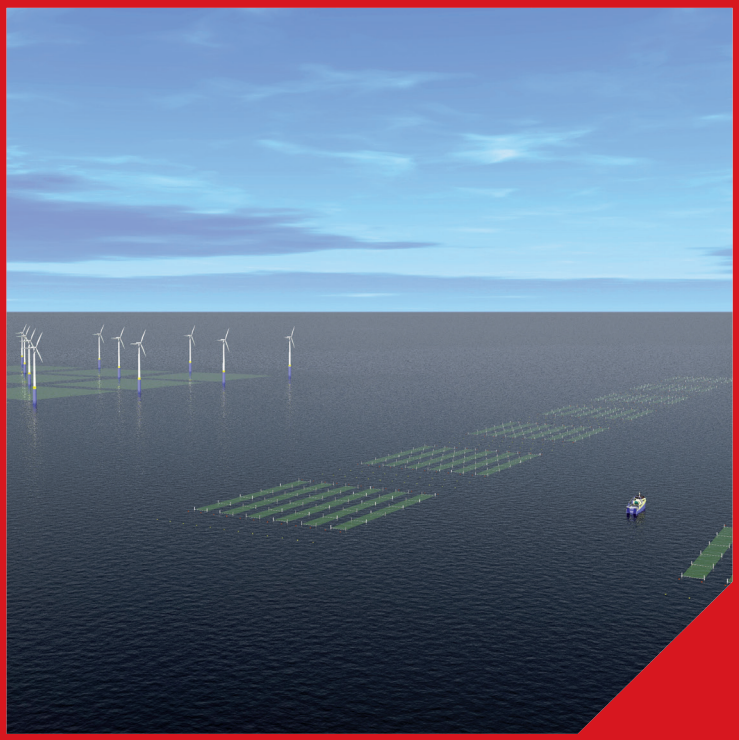

Multipurpose zeegaand platform

Een vaartuig waarmee óók kan worden gevist

April 2013

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Summary

Multipurpose seagoing platform – A vessel with which one can also fish
Hart, P. 't, Koers & Vaart B.V.
InnovationNetwork Report No. 13.2.319, Utrecht, The Netherlands, April 2013.

From 'Fisherman to Multipurpose Maritime Entrepreneur' is an InnovationNetwork ambition for the fisheries sector. The challenge here is to broaden the fisheries business model from fisheries to other offshore activities. With their unique seamanship and knowledge of the sea, fishermen can do much more than fishing alone, and thus tap into new sources of income. This is important now that the economic position of fishermen is coming under pressure due to high fuel prices and the importation of farmed fish from the Far East.

The range of possible subsidiary activities is broad and varied. Examples are marine and fisheries research, fish and seaweed farming, ancillary services to the offshore energy sector, seismic research, fishing for waste (such as plastic) and setting out buoys and beacons. This report aims to give fishermen an instrument for envisioning the potential activities they can undertake in order to make their business more viable and profitable. In view of the recent developments regarding LNG as a fuel, including its environmental benefits, application of LNG has been taken on board in the report.

This report is a follow-up to earlier studies commissioned by InnovationNetwork into multipurpose maritime entrepreneurship. These looked at, among other things, examples in other countries (Norway) and approached the subject from a fisheries perspective.

Maritime consultancy Koers & Vaart was requested to develop a concrete business case for multipurpose maritime entrepreneurship from a broad sector-wide perspective. This took place in the framework of the EKO-vation project, in which the Ekofish Group and InnovationNetwork work with various partners on a revolutionary multipurpose seagoing platform.

Whether it is profitable for fishermen to invest in offshore activities other than fishing depends on many factors and the answers can vary widely according to the specific nature of the fishing company and the ship. A whole series of questions arises. What activities other than fishing would the fisherman like to tackle? How much time is he prepared to allocate to these activities? What sailing speeds does he expect to need and what are the implications in terms of fuel consumption? And all these questions are also closely related.

This business case has led to a computation model, into which the fisheries entrepreneur can enter his individual wishes and business profile. He can also vary these data to explore the various options. The outcomes will provide an approximate indication of the viability of each option. Clearly, further details need to be worked out before making definite business decisions.

In view of the growing interest in LNG as a transport fuel, the computation model also contains a separate page which shows the estimated payback time for an LNG installation given the selected activities, fuel consumption, number of sailing days, and estimated prices of diesel and LNG.

The computation model (spreadsheet) can be found at:
http://tinyurl.com/cdawbje.

Conclusions and recommendations
Multipurpose maritime entrepreneurship opens up opportunities for the fisheries entrepreneur to broaden and strengthen the economic base of his business. Income increases, while investment costs and operating expenses rise less quickly. The fuel costs that form a substantial portion of the operating expenses can be reduced by almost 10% assuming optimal use of the ship.
The fisheries sector is currently exploring how costs can be saved by sailing with smaller ships or reducing the speed of existing ships. However, a higher speed makes for greater flexibility and allows for a drastical increase of the ship's versatility.
This calls for a ship that can be easily adapted to the changing wishes and requirements of prospects and customers. Following the example of large offshore ships with large working decks, a market is also emerging for smaller multipurpose vessels.
LNG as an alternative fuel is mainly interesting with a high ship capacity utilization and in situations requiring higher sailing speeds. Payback times vary from 4.5 years with a higher capacity utilization to 8 years with a lower capacity utilization.
In addition, the application of LNG helps to give the fisheries sector a greener reputation, which is increasingly important for the image of fish in the market.

It is recommended to enter into talks with various representatives from the maritime sector at an early stage and to explore the opportunities for concluding long-term contracts in order to realize the higher capacity utilization of the multipurpose vessel as quickly as possible. It is recommended to build a strong position with partners into new markets alongside fisheries activities and to continue developing, designing, building and commercializing the multipurpose concept.